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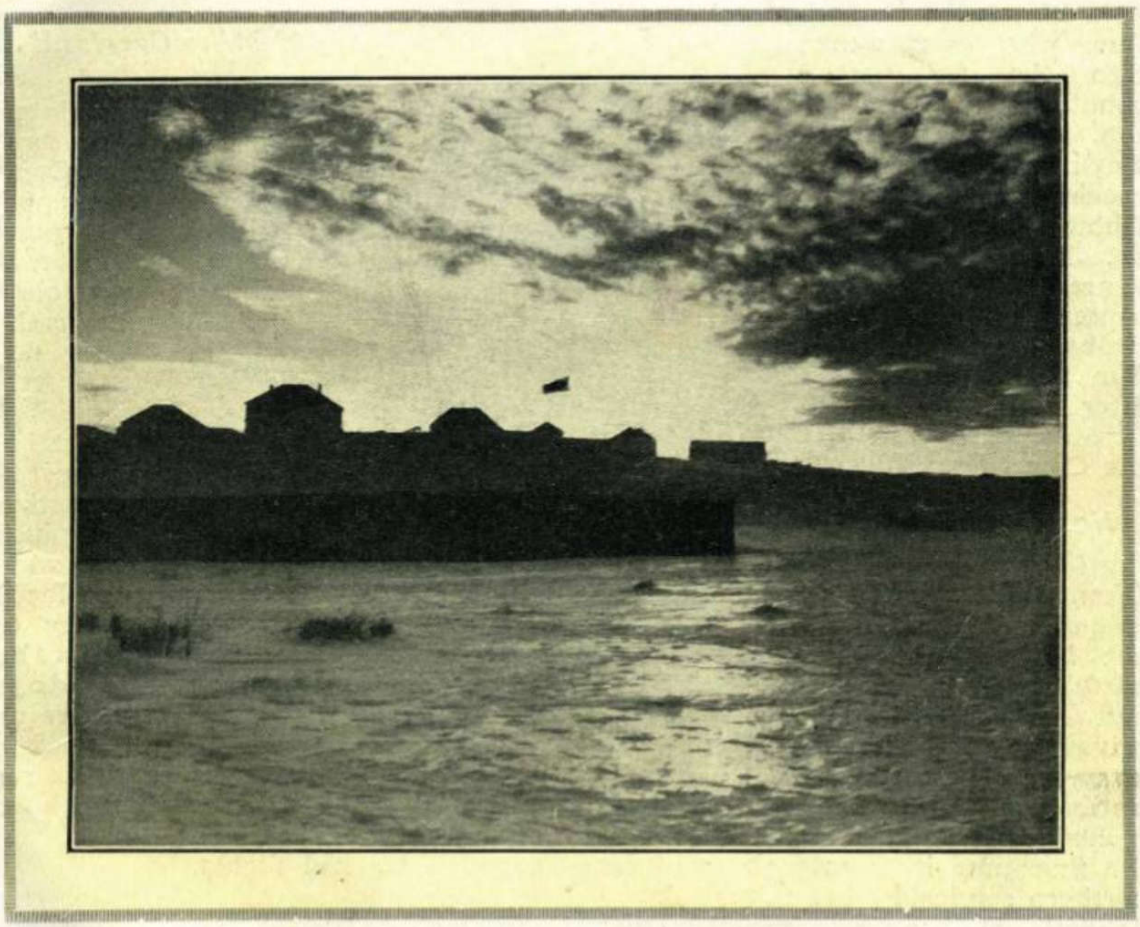
The Beaver

A Journal of Progress



FORT CHIPEWYAN AT SUNSET

CHIPEWYAN, an important Fur Trade Post of the Hudson's Bay Company, was established in 1835 on the shore of Lake Athabasca at the point where the Slave River empties into the Lake. The location is near the 58th parallel, about 650 miles north of Edmonton. Fort Chipewyan was the headquarters of the Athabasca District until 1900.

Devoted to The Interests of Those Who Serve The Hudson's Bay Company

New Fur Commissioner Famed as Trader and Organizer

By Placing the Interests of the Company Always Above Personal Comfort or Profit Angus Brabant Won Fur Trade Commissionership

By W. M. CONN, *Associate Editor*

IN the MacKenzie basin, the name of Angus Brabant is synonymous with bull dog tenacity of purpose. Many hold him to be the greatest buyer of furs who ever went into the far north country above Edmonton. In addition to English, Mr. Brabant speaks French, Cree, Ojibway and Chipewyan. A keen trader, aggressive merchant, captain of men, Mr. Brabant has reached the Fur Commissionership after thirty-five years of arduous duty with the Company.

ANGUS BRABANT, ESQ.
Fur Trade Commissioner

No Holiday in 25 Years

Oftentimes, during his long service, Mr. Brabant has endured the hardships of the Indian and suffered the deprivations of the castaway—remote from civilization. Excepting for the brief time spent in travelling to see his mother for the first time in twenty years of far northern service, he has never taken a holiday. He has never known regular hours of work. He quit when the work was finished or when the kerosene gave out. His career has been rough hewn, sometimes at forty below with no fire and little food—far from the mahogany desk and easy chair.

Now He Enjoys Golf

One result, however, of his life-long faithfulness to the interests of the Company is that today in Winnipeg Mr. Brabant directs the destinies of a department whose activities cover half a continent. He plays golf and enjoys it. His scores look good among the tallies of much younger men. He walks two miles home and lets the street cars whizz by.

600 Miles Overland at Midwinter

It was in midwinter, 1898, that Mr. Brabant received orders at Cumberland House to report at Chipewyan as post-manager. The distance between the two points is about 500 miles as the crow flies—nearly 600 following the water-courses. It was not a case of his getting aboard a steam-heated railway car and resting his back against plush cushions all the way. Mr. Brabant was faced with the necessity of covering the distance by foot-work and dog-power. There were no trails. The route before him was a blizzard-swept, no-man's land where the howl of hunger-crazed timber wolves resounded on still nights.

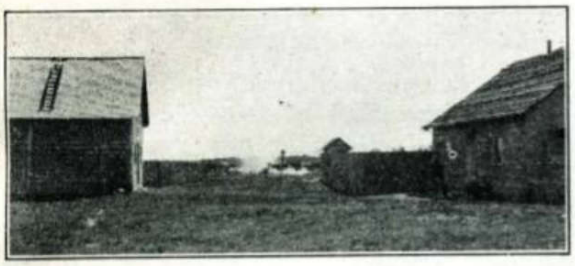
Christmas Dinner on Frozen Lake

With dog-team, halfbreed driver and Indian runner to "mush" ahead and make trails through deep snow, he plodded along following the creeks, rivers and chains of lakes where the snow was not too deeply drifted. Doing twenty to thirty miles a day, they reached Lac la Hachet on December 25th and had their Christmas dinner of frozen fish and tea on the ice at mid-lake. Early in January, after more than a month of perilous travelling, Mr. Brabant reached his new post at Chipewyan where his family joined

him in the Spring by way of Edmonton and the Athabasca.

Ordered to take Charge of Ft. Smith

From Chipewyan, two years later, Mr. Brabant went as post manager to Fort Smith on the Slave River, north of its junction with the Peace. It was at this post that his perseverance and unique



The Store (left) and Post Manager's House (right) After Mr. Brabant Had Done Some "Patching Up"

ability as a trader, organizer and *civilizer* underwent their most rigorous tests.

The post was at the foot of the list in the district when Mr. Brabant took charge. The Indians were lazy; they were not hunting and trapping beyond the meagre requirements of a bare existence. They had no property. The buildings—store and post manager's house—were sadly dilapidated through want of care. The Company's business there needed re-invigoration.

Mr. Brabant Rejuvenated Post

It is said that the house into which the Brabant family moved leaked so badly that canopies of tarpaulins were placed over the beds at night and

Interior of H.B.C. Store at Fort Smith—Dry Goods Section

emptied in the morning. Mr. Brabant and his Partner took the situation in hand and with extraordinary vigor and enterprise rebuilt and rehabilitated wherever deterioration had showed itself. Sloth was replaced by industry. The Indians were inspired with a new zeal. Mr. Brabant taught the lazy ones the satisfaction and the benefits of WORK. If an Indian had brought in only a few foxes or mink before, he knew he would not stand well in the respect of the post manager unless he brought in twice the number of skins the next time.

It was not long until many of the natives owned horses or cows and began to live in far better circumstances than ever before.

Keen Trade and Economy Win

Meanwhile, the keen trading of Mr. Brabant, his intense devotion to the Company's business for long hours each day—often far into the night—was increasing the earnings of the post so that Fort Smith stood on the accounts as one of the leaders in the district. The annual returns of fur were doubled and trebled. He had made a marked success under tremendous handicaps.

Mr. Brabant Displayed Spartan Strain

The sacrifice and hardships of his life at Fort Smith are the more marked by the fact that Mr. Brabant's meals would often grow cold waiting for him; sometimes they were not eaten at all if an unusually large number of furs was coming in. The food supplies at the post were low. Mr. Brabant and his wife sometimes looked forward anxiously to the passing down river of the steamer, from which they were able to get enough provisions to eke out. At first Mr. Brabant had a stove in the store. The Indians would swarm around it and neglect to trade. Mr. Brabant removed the stove, measuring "prints" and passing out tobacco with fingers blue from the 40-below-zero cold, so that with each Indian who entered the store, it would be "strictly business" and no temptation to laziness.

Traded as Long as a Trade was in Sight

It is significant that Mr. Brabant knew every Indian, his habits and abilities. He knew how many and what kind of skins each native was bringing in—before the Indian came to trade. He would leave a warm bed at midnight and go and investigate a report that some Indian had come back from his trap-line with a dozen good mink skins. No trader ever got ahead of Mr. Brabant. No furs ever got away from him around Fort Smith, at least no instance has ever been reported.

By keeping expenses at a minimum and trading as long as there was a trade in sight, Mr. Brabant showed profits at his post. His one undivided purpose

Transport on Smith Portage, Between the River Landing and H.B.C. Post

and sleepless determination was to show *profits*.

How He Lost a Rig on Smith Portage

It is related that one night while returning to Fort Smith from Smith's Landing, where he had gone to take inventory and bring back a wagon-load of fur, Mr. Brabant got down at the side of the road to refresh himself with a drink of water from a brook. The horse, catching wind of the bear hides in the load, took fright and bolted for Fort Smith, leaving the post manager afoot. When the runaway and rig reached the post, Mrs. Brabant, fearing for his safety, hastily organized a search party and started on the back trail. They met Mr. Brabant about four miles out on the Portage road, to their relief all safe and sound—calmly footing up his inventory, concerned only with the momentous question of *what profit his post was to show for the year*.

District Inspector, Athabasca, 1904

Such unswerving devotion to purpose, such economy, such organizing and business ability could not but *compel success* for Mr. Brabant. His work at Fort Smith spoke so emphatically over the great distances of the Northland that he was asked by the Company in 1904 to transfer his activities to Edmonton and take up the duties of District Inspector for Athabasca. In this capacity he served for three years.

District Manager, MacKenzie, 1908

It was in 1908 that Mr. Brabant was appointed District Manager for the MacKenzie territory, with headquarters at Fort Smith, this assignment taking him back to the scene of his earlier labors against great odds. Fort Smith had become the headquarters of the MacKenzie District largely as a result of his efforts in rejuvenating the post. The character of the new Commissioner is shown by an incident during one of his journeys while District Manager of MacKenzie.

Pushed Ahead Through Ice to Resolution

In the course of an 800-mile canoe trip late in the Fall of 1914, Mr. Brabant, with two Indians at the paddles, was crossing Great Slave Lake, en route to Ft. Resolution. It was just before the freeze-up. As they proceeded, a storm arose. White caps began to break over the bow, threatening to swamp their craft. In the sudden cold snap, ice was forming rapidly inshore around islands. The Indians were frightened and crying. They insisted upon turning back. But Mr. Brabant was determined to reach Resolution before the freeze-up. To turn back he knew might mean getting fast in the ice on the other shore. Sternly he commanded the trembling natives to paddle on and cowed them into abandoning their threatened mutiny. By the superhuman efforts of all three, they finally reached destination before the ice became too thick to make shore.

Transfers Headquarters to McMurray

In 1916, Mr. Brabant moved his headquarters south to McMurray where he served until the eve of his appointment as Commissioner.

Mr. Brabant Noted for Control of Men

Mr. Brabant's remarkable control of men is widely reputed at posts and outposts throughout the great territory in which he has served the Company.

Bullying tactics have never been a part of his method. His men have never feared him. Indeed, the Company's servants, the Indians, trappers, traders and boat men all along the Athabasca, the Slave and the MacKenzie, clear down to Eskimo land, know him, respect and love him for his directness, simplicity and quiet power.

Born in Niagara Peninsula, 1865

Mr. Brabant was born at St. Catharines, Ontario, in 1865.

When You're Batchin' at an Outpost in Keewatin

By Geo. Souter

At 6 a.m. each mornin' you must jump right out of bed
While millions of mosquitos come abuzzin' round your head,
And for each bite that gets there, there are correspondin' dead
In your bedroom at an Outpost in Keewatin.
You start the old stove goin, put the kettle on the boil,
Post up the Cash and Ledger the result of last night's toil—
For light is scarce, and therefore you must save the "midnight oil,"
When you're batchin' at an Outpost in Keewatin.

By 7 you're feelin' hungry, so you hustle in to eat;
(If you but had a "better half" you might get tough moosemeat),
But since you're just a bachelor it must be bannock "neat"—
The "staff of life" at Outposts in Keewatin.
The tea is good, though two weeks old the bannock might be worse,
But when you lose the fillin's in your teeth you start to curse—
Then think of all the dollars you are stowin' in your purse
For your labour at an Outpost in Keewatin.

You start the pipe a-glowin,' and then all the world seems right,
When suddenly your day-dreams, like the stars when ends the night
Bring you back to earth a bumpin' when stands before your sight
A red Indian at an Outpost in Keewatin.
For you know he comes a beggin' somethin' he cannot get,
(Since the Indian owing no man has never yet been met)
Their food consists of fish and tea all flavoured up with debt
From the storehouse at an Outpost in Keewatin.

Then you decide to postpone all the Statements until dark,
Though you've been movin' early like the proverbial lark,
You're sure a jack-of-all trades, savant, doctor, cook and clerk,
When you're alone at an Outpost in Keewatin.
With dusk you feel 'tis time you fed that restless "inner man,"
And then of course you've got to wash the cups and frying pan,
So keep a-smilin' to yourself and grin as hard's you can
At the humour of an Outpost in Keewatin.

By 10 p.m. you think it's time you took a little rest,
Enjoy a fill of 'baccy which has always stood the test,
Of all the friends you think you have, your pipe's by far the best
Companion at an Outpost in Keewatin.
But soon you find that once again you're badly out of luck,
And if you feel like cursin' some it is no use to "buck,"
Though you may get to wondr'in if it isn't H—— you've struck
Instead of just an Outpost in Keewatin.

A batch of Indian freighters at 10.15 by the clock
Arrive with loads of flour and stuff down at the little dock
Soaked inches deep with water when the canoes hit a rock
On the journey to an Outpost in Keewatin.
You cannot join a union, for alone you are but one,
The six-hour day would rob you of an awful lot of fun,
So you "kid" yourself, believe it's a dandy job to run
A little one-man Outpost in Keewatin.

And soon they crowd the little store—same story as before—
How much they love the Company each winter more and more,
When on the counter someone falls asleep and starts to snore
In the daytime at an Outpost in Keewatin.
'Tis the 31st of July, the Monthly Statements due
To be sent to District Office—you know it's up to you
To get them all completed though you're feelin' pretty "blue"
With the pleasure (?) of an Outpost in Keewatin.

You strike a Trial Balance, get a "move" on F.T. 4—
A dusky face appears around the corner of the door,
Which means as far as you're concerned you can't do any more
At the Statements from an Outpost in Keewatin.
The Chief has called upon you and he wants at once to know
If you intend to treat them right as long as lasts the snow,
As the Company did keep them in days of long ago
When their fathers knew the Outpost in Keewatin.

You dine as soon as possible—'tis wonderful how quick
You can learn to cook your dinner—in fact it's quite a trick,
But practice makes you perfect when you're alone in the thick
Of a hundred jobs at Outposts in Keewatin.
With the very best intentions in the world you proceed
To finish up the Statements—what a hope you've got indeed—
A voice sounds from the window, "Someone sick, come with all speed"—
You're the doctor at an Outpost in Keewatin.

Keewatin District News

MR. GEO. SOUTER, who has been spending a holiday in Scotland was, on his return to this country, transferred from Little Grand Rapids Post to the charge of Island Lake Post.

MR. A. W. ANDERSON, of God's Lake Post, made a record trip to Scotland, starting from Keewatin on August 8th and returning September 9th. While in Scotland, Mr. Anderson was married and brought his young wife back with him and both proceeded to God's Lake.

DURING SEPTEMBER, R. A. Talbot of Norway House, A. Douglas, of Little Grand Rapids, and W. R. Anderson, of Nelson House, visited the district office in Winnipeg on business.

THE STEAMER "Wolverine" sailed from Selkirk, for the last trip of the season, for Beren's River and Warren's Landing on Lake Winnipeg, on Monday, the 11th October. From the present appearance of the weather there is little likelihood of the boat being frozen in, as was the case last year.

THE MANY friends of Mr. C. H. M. Gordon will regret to hear that both he and his wife have undergone operations at Mayo Bros., Rochester. The latest reports, however, are most favorable, and both Mr. and Mrs. Gordon hope to be able to return to Cross Lake on an early date.

THE DEEPEST sympathy is extended to Mr. and Mrs. W. R. Anderson, of Nelson House Post, on the death of their son Frank, September 18th.

Celebrations at Fur Trade Posts

The Celebration at Buffalo River (Sask.) Post

HUNTERS both old and young were present from all the outposts of Buffalo River, such as Clear Lake, Island Lake, Buffalo Narrows, White Fish River and Bull's House. The celebration was held on Saturday, July 10th, 1920.

At 10 o'clock the flag was hoisted to head of mast and a general salute was fired by most of the hunters. At 10.30 the medals were presented to the older hunters of the Hudson's Bay Company. The Indians received them proudly and seemed quite pleased with them. At 11 o'clock dinner was served to everyone.

At 1 o'clock p.m. the sports started, and the various tests of strength and skill were keenly contested. A football match, Buffalo River vs. Outposts, closed the athletic proceedings, the outsiders proving too fast for the representatives of the parent post.

At 10 p.m. the fireworks were started. This was very pleasing to the Indians, as it was something they had never before seen and will remain in their memory for some time to come.

Medalists—Nelson House, Keewatin District

The Celebration at Green Lake (Sask.) Post

ALL'S well that ends well! The smoke has died down, the beat of the drum is no longer heard, and the last remnants of what was once a powerful race have started back to their far-off homes, thus ending the 250th Anniversary Celebration of the Company at Green Lake.

Owing to the high water during Spring and nearly all Summer, and seeing that horses have replaced canoes

Dancing at the Celebration—Oxford House, Keewatin District

in this country, it was impossible for us to get our people in at the appointed time, namely, 2nd of May; but the lost time was made up on the 6th day of September.

The Indians and Halfbreeds arrived en masse to help us to celebrate the anniversary of the Company, which floated its flags on North American soil when their great grandfathers were papooses and carried on their mothers' backs in moss-bags. But the guest of honor was Mr. Angus McLean, a Company's gold medallist, who has been in the service of the Company for forty-three years.

As everyone knows, an Indian does not enjoy anything on an empty stomach, so we had to start the performance by dishing out the pemmican and bannock, the good old stand-by of the Northern country. Then the pipes were lit, and everybody lined up for the address by the manager.

Following this, the old timers were presented with medals.

Soon after the real business of the day commenced. Prizes were given to the winners of the following: Horse races, broncho twisting, foot-races, tug-of-war, long-jumping, throwing the stone, and a football game in the afternoon.

The dancing was opened by the famous Red River jig, and followed by all sorts of other dances too numerous to mention, which lasted until away on in the night of the 7th.

The pow-wow, accompanied by the beat of the drums, was everlastingly heard during the afternoon and throughout the night.

Celebration at Split Lake, Keewatin District

FOR the occasion a large dancing platform was erected and covered in with tarpaulins in the shape of a marquee. The outside was gaily decorated with flags and bunting and the inside with chinese lanterns.

The celebration opened with the presentation of ten medals to the ten best hunters on the reserve. In presenting the medals, Mr. A. C. Clark, the post manager, said, in part, that these celebrations commemorated the 250th anniversary of the Great Company's entry into the life of the Indians in Canada. During that time the relationship between the Indians and the Company had been most happy and it was hoped the same would continue in the future.

At the close of Mr. Clark's speech an old Indian stepped forward and said how grateful the Indians were for all the Company had done and is still doing for them, and vouched for the good will of the Indians to the Company.

Sports were held which lasted all afternoon and each event was keenly contested, many winning a share of the $100 distributed in prizes, which were presented by Mrs. Clark. Before midnight the Indians were treated to a great display of fireworks, and with the last rocket fired a most enjoyable gathering was brought to a close. Much of the success of the celebration was due to the efficient help of the Rev. W. H. J. Walter and Mr. D. Paterson.

Saskatchewan District Office News

MR. J. J. G. ROSSER has been relieved of the management of Isle a la Crosse Post, owing to ill-health, and is succeeded by Mr. C. E. Belanger, who for some years has been in charge of Buffalo River Post.

MR. J. M. CUMINES, recently in charge of Clear Lake Outpost, has been appointed manager of Buffalo River.

MR. GEORGE BREMNER has been transferred to this District from McKenzie River, and is appointed inspecting accountant for the northwest section, with headquarters at Isle a la Crosse Post.

Stores Commissioner Burbidge Believer in Hard Work

His Ten Years With Company Have Witnessed Partial Completion of Vast Store Building Programme Outlined by Him

By F. S. GARNER, *Associate Editor*

HERBERT E. BURBIDGE is a great believer in the gospel of hard work and the school of experience. When he commenced his business career in 1897 in the wholesale business in London, he used to go to his father's store at seven o'clock each morning and spend an hour there before beginning his daily duties with the wholesale firm where he was employed, and, even after he joined the executive of Messrs. Harrod's Limited, he was down at business every other morning at seven o'clock. This hour is quite in contrast with that now prevailing in most cities where stores open at 8.30 a.m. and close at 5.30 p.m.

Chosen in 1910 to Develop Stores

Since 1910 the destiny of the Stores Department has been in the capable hands of Mr. Burbidge. Up to that time the majority of the Company's stores in the urban centres just grew without definite plan from small trading posts, but the Directors in London decided that if The Hudson's Bay Company was to be a factor in the retail field in Canada, they must place in charge of the stores a man possessing a thorough knowledge of the requirements of, and experienced in the management of, departmental stores, and a man with whom they could safely leave the large scale development of the store buildings decided upon.

Their choice fell on Mr. Burbidge, who came to Canada in 1910 as Stores Commissioner.

Had Wide Experience at Harrod's, London

At that time Mr. Burbidge already had a wide experience in the retail field in London, having been connected with Messrs. Harrods' stores there for nine years prior to his appointment in Canada.

About eighteen months after Mr. Burbidge took charge of the Company's store business in Canada, he outlined a building programme to the Board in London which was approved, involving capital outlay of over ten million dollars. Part of this programme has already been carried out, but the war interfered with its full development. The new Calgary store has been erected and opened under his supervision; the Edmonton store enlarged and re-arranged; the first half of the new store at Vancouver completed, and all these units successfully operated under his guidance.

Remodelled Winnipeg Store

Shortly after his arrival in Canada one of Mr. Burbidge's first acts was to remodel the old Winnipeg store, and, notwithstanding the fact that this store is not located in the "shopping district," his merchandising policy has resulted in a wonderful expansion in trade at that point. A new store building was also erected in Victoria, but completion was deferred owing to the war. Contracts for finishing the building have now been let, and it is expected will be open to the public during the Summer of 1921. All of this expansion in the stores' business of the Company has taken place since Mr. Burbidge took charge, and under his able guidance it is fully expected this wonderful development will continue and give to the people of Western Canada in particular a retail merchandising service second to none on this continent.

Mr. Burbidge was born on March 13th, 1880, and educated at Maidenhead College, Berks, England. As already mentioned, he commenced his business career in 1897 in the wholesale business in London and later joined the Executive of Messrs. Harrods, where, although still a young man, his executive powers and organizing ability brought him to the front ranks as one

H. E. BURBIDGE, ESQ.
Stores' Commissioner

of the well-known executives in the retail field in London.

Encourages Employees to Advancement

The Stores Commissioner gives every encouragement to employees to better themselves and believes in making promotions from the ranks. He takes a keen interest in the welfare of those working under him, and is a firm believer in profit-sharing amongst the employees, as is evidenced by the fact that one of the first changes he made on taking charge of the stores was to put managers of stores and buyers of departments on a commission or profit-sharing basis. This was greatly appreciated and resulted in creating a spirit of co-operation and goodwill throughout the organization, and his policy the first year resulted in doubling salaries in some instances.

His Personality Inspires Respect

One of the vital qualifications necessary for a truly big man is the possession of a personality which commands respect, creates confidence and inspires to greater effort. Mr. Burbidge has this qualification and it is fully realized by all those who know and serve under him. He is a man whose "word is as good as his bond" and, with such a personality, backed by a reputation for fair dealing, is held in the highest esteem and respect by all with whom he comes in contact.

Issued Every Now and Then in the Interests of Those in the Service of the Hudson's Bay Company

The Beaver

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H.B.C. Policy to Push Settlement

THE Company's ownership of approximately three million acres of undeveloped farming lands, distributed in parcels of from 160 to 640 acres each, usually two parcels to each township, throughout the great territory from Lake Winnipeg to the Rocky Mountains and from the North Saskatchewan River to the International boundary, places it in the position of being a central authority on land values and a source to which perhaps a majority of land seekers turned when endeavoring to obtain acreage.

H.B.C. has been accused of withholding its lands from sale—a charge well refuted by the many sales made and the vigorous publicity through which the Company has focussed the eyes of the world on the magnificent possibilities of the great Canadian West. But H.B.C. has always held that these lands are better in its own custody than in the hands of private speculators. When the Governor spoke publicly on this question, he re-emphasized the H.B.C. position in the matter of selling its farm lands. He said that the Company's intention is to sell to *bona-fide* settlers only. H.B.C. lands are not for the speculator. The wisdom of the Company's land policy has repeatedly been demonstrated. Through all the years, H.B.C. has endeavored to dispose of its lands by such methods as would avoid any semblance of a "boom." It realized that temporary wild inflation of land values would be detrimental to the country, not productive of a steady, helpful development of Western Canada's agricultural interests.

A Red River Evening in the Autumn

MAPLES and poplars in panoply of "cloth of gold." Over the Red River of the North and among the trees hangs a haze in which the fancy might trace the wraiths of lean Indians dancing round autumnal campfires. The air is keen – cool with foretaste of change. A prairie-dog glides to his burrow, then peeps out bright-eyed from his dry clay portico. The chickadee overhead mourns a lone low note. Nature is at pause, with held breath, straining her ear for the first tread of the Frost King.

Western clouds of curdled gold pale to saffron—perhaps they are reflecting light from the far-flung wheat fields of Saskatchewan. Swiftly comes the dark.

Now spreads a flickering streamer of the aurora a-bias the sky. It darts and riffles like wave on strand. It licks the zenith. The forever miraculous northern lights—Norse maidens riding *en escalon,* with glistering shields, to meet their warrior lovers in Valhalla. They wheel and turn, fade and disappear. *Winter is coming to Red River!*

Mistakes

IF a cat once sits on a hot stove, it will never afterwards sit on *any* stove. Cats lack reasoning power. Nobody ever did any worth-while work without making mistakes. But with most of us mistakes or the fear of making them hold us back from attempting anything outside the humdrum things we learned to do mechanically at school or in our apprenticeship. Dare to think and do things outside the set grooves of your daily routine. If

a man use the divine power of reasoning which marks him from the lower animals he will know the difference between committing the foolhardy and pursuing some grand idea to its consummation. If you can do something better or faster than it is being done, do not shrink from putting forward your ideas and get a trial for them.

To H.B.C. Girls

WHETHER she admit it or even believe it—the ambition of every business girl is—what the destiny of all normal women is—*to find a husband that will tally to the measure of her ideal,* provide a home for her and make her life really complete. The intent to marry is in the back of the girl employee's head. Modesty demands no denial.

The sensible working girl, therefore, is putting in office hours not solely for her livelihood and "independence," but to improve herself and acquire important training in economics. She wants first the respect of business men. Business men have greater regard in this day for business ability than for any other kind of ability.

Then, she wants to raise herself to the level of some man—her future husband—who occupies a higher position in life than she, at first. That is real ambition, to marry above one's class, to work and study and raise one's self to that class.

No girl who has worked intelligently in business for several years and constantly endeavored to improve herself in knowledge, ability and manners, but that is fitted to marry a man higher up in life and making more money than if she never entered the business world but married a man with no higher standing, mentally, than herself at the time of leaving school.

Girls in offices or stores cannot always have "fairy god-mothers," but there is no question that they can and constantly do raise themselves to a standard of personality far in advance of where they started.

Such girls usually get husbands above their original "class." They are the truly *successful women*. Out of the drudge group, their lives later are richer and more complete.

The *Why* of Our Quality

TWO hundred and fifty years ago the Company took a firm stand in the matter of the character of the goods it handled. Ever since then the H.B.C. mark has been synonymous with THE BEST. At the outset the "quality policy" was adopted, partly on principle, partly because of transport conditions. Everywhere, in early times, and even today in the far north, *transportation* is the big item in cost of merchandise. Packing, tracking, portaging, canoeing goods for thousands of miles, costs more than the merchandise itself.

Since inferior goods cost just as much to freight as the best quality, H.B.C. London directors always sent out quality. The quality was needed to meet the exactions of the service anyway. Modern commercial development has so refined quality that it is more important than ever. Today there are about *fifteen different grades of eggs in our city markets,* and yet one might think eggs could be classed in two or three qualities.

The Company's reputation for dispensing *quality only* is its most precious asset. Let us guard and strengthen it.

Looking Backward

NATURE made a man to walk in the direction in which he looks. His path is devious indeed whose gaze is intently backwards. You have met men as young as forty who speak glibly of "past prowess"—things done when in their "prime." Such as these already are old, with necks gnarled from *looking backwards*. Like spent skyrockets, they have reached their highest point and are falling toward oblivion.

As individuals and as a Company we look backwards now and then. Sometimes we celebrate the glorious past—and rightly too. But we are not musing like the *raconteur* upon deeds of old while Today's opportunities flit by. Modern custodians of the Company's age-old standard are mindful of their heritage; but they are keenly alive to the problems of the hour and prepared to grapple with each new adventure of days to come.

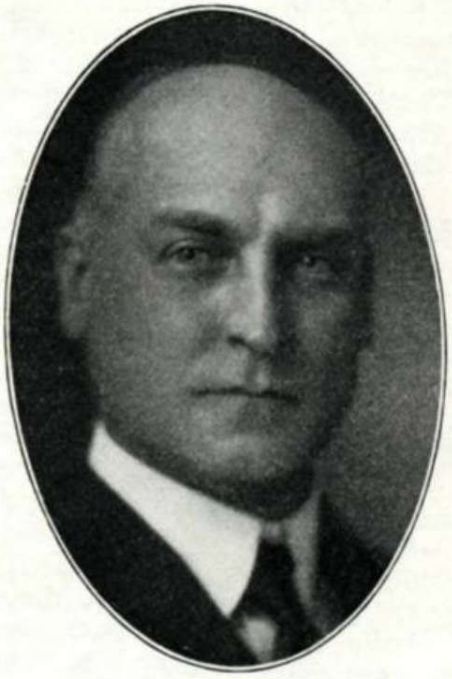
That is why we like to think of H.B.C. as the institution of Yesterday, Today and Tomorrow.

F. F. Harker Gets Staff Harmony by Being Friend to All

Spirit of Comradeship Encouraged by Edmonton Store's General Manager—Makes Unit of 350 Employees

By J. PREST, *Associate Editor*

A BIG, broad-shouldered, calm-featured, soft spoken man is F. F. Harker, who runs one of the smartest stores operating anywhere on the continent. He would make a great poker player if he ever had the inclination or the time to play—which is doubtful. Still waters run deep. One pauses after talking to Mr. Harker for a while and wonders what tack next to take. If one could only see behind his eyes, but you can't. His most important rule is never to fool himself; and to keep his men from hasty action on flighty judgment. Before he is ready to speak, one sees the muscle swelling at the side of his strong jaw. He talks deliberately. But you get the world of meaning from his fewest words. What he utters is so succinct, so complete, so cohesive that it could be transferred direct to copperplate without the alteration of a syllable. This is the mark of a powerful concentrative faculty and perfect control. I have heard Virginians speak of a man's being *as sharp as a steel trap*. Mr. Harker is just that keen and clean. He looks so fit that I venture a champion boxer would quail before him in the ring.



FREDERICK F. HARKER, ESQ.
General Manager, Edmonton Retail

Mr. Harker sits at a modest desk in the most modest office I've seen among H.B.C. managerial sanctums. One doesn't have to run a gauntlet to get to see him. Mr. Harker is a busy man, but one of the most *accessible* executives, as far as his employees are concerned, that I have ever known.

There is not one of the big staff of three hundred and fifty people in that smooth-running store, from office boy or cash girl to the superintendent who feels embarrassment in trying to see Mr. Harker.

In his office, they do not feel so much in the presence of a "boss" as that of a *friend* who is ready to help straighten out any vexing personal problem or with kindly advice to make the daily path of duty smoother when discouragement or misunderstandings loom.

Mr. Harker was born at Saltburn, Yorkshire, England, in 1879, coming to Canada with his parents at the age of eight years and settling at Newmarket, near Toronto.

His business career commenced early in life; at the age of ten years, he went to the firm of J. W. Stephens, general merchants, Newmarket, Ont. In 1893, he went to F. Wilson & Co., Queens Street, West Toronto, in whose service he remained for eight years.

In the year of 1901, he went to the Robert Simpson Co., of Toronto, in whose employ he held for seven years several positions of trust. In 1908, the lure of the West was so strong that Mr. Harker, like thousands of other ambitious young men, made the break and accepted an important position with Olds, Wortman and King, of Portland, Oregon, continuing in their employ for a period of eleven years.

It was from the latter position that Mr. Harker came to enter the service of the Hudson's Bay Company, being offered the managership of the progressive Edmonton store. In the Spring of 1918, Mr. Harker took the reins and

within a short time had won the goodwill and confidence of the three hundred and fifty employees who constitute the store staff.

Since holding the office in this capacity many noteworthy features of store service and merchandising have been instituted, which have proved remarkably successful and of much benefit to the store.

Mr. Harker is the possessor of a strong personality, marked notably by a type of "bull dog of perseverance." He has the rare faculty of being able to "get there." His words are few but every one counts for its full worth.

Co-operation and harmony throughout the store are the goal of his constant endeavor. It is because of this spirit of close comradeship, and by insisting on justice to all alike that Mr. Harker is held in such high esteem by the Edmonton staff, and by all who come in contact with him in business dealings.

After two years of his administration of the Edmonton store, specifically directed along lines of developing and drawing out the best from the human element, while merchandising after most progressive standards, it would be pessimism itself to predict less than a brilliant future for the establishment under Mr. Harker.

ADVENTURE

My pathway winds 'mid orchard blooms where all the world seems gay,
While tender notes of mating birds beguile the loiterer's way;
The violet blue is whispering, too, its joy to answering rills;
But oh, the calling—calling—of the far hills!

Each sunny glade or woodland shade allures with magic spells;
The soft air quivers with the chimes of tiny hidden bells;
The witchery of shadowed pools almost my longing stills:
But oh, the wider vision from the far hills!

Gloriously high against the sky, in varying light and shade,
(Folded in mist or sunshine kissed, goal of the unafraid),
Out to those distant heights I look, and all my being thrills
With the onward, upward calling of the far hills!

—*F.A.H.*

1000 Eggs = 1 Man

By E. Yuill (Edmonton Wholesale)

In the first place, a man weighing 150 pounds will contain approximately 3,500 cubic feet of gas, oxygen, hydrogen and nitrogen, which at the prevailing local rates would be worth nearly $4.50 for illuminating purposes.

Again, this 150 pound man possesses futher illuminating possibilities, containing enough fat to make a fifteen pound candle, and he also contains more than twenty-two pounds of carbon, which would furnish the illuminating points for several arc lights or enough to make 180 dozen lead pencils. There is enough iron in him to make one spike large enough to hold his weight with difficulty.

If his system has the right chemical proportions man contains fifty-four ounces of phosphorus, or enough to make 600,000 matches, as well as two ounces of lime, twenty spoonfuls of salt and considerable quantities of starch, chloride of potash, magnesium, sulphur and hydrochloric acid. And if you were to distil a 150 pound man the result would be nine and a half gallons of water. But the most astonishing fact is that by breaking the shells of 1,000 eggs into a container you may have the complete material essential to the making of a man in perfect detail from finger-nails to cerebral tissue.

Man comes into this world without his consent and leaves against his will. During his stay on earth his time is spent in one continuous round of contraries and misunderstandings by the balance of the species. In his infancy he is an angel; in his boyhood he is an imp; in his manhood he is everything from a lizard up; in his old age he is a fool; if he raises a family he is a chump; if he raises a small check he is a thief, and then the law plays the deuce with him.

If he is a poor man he is a poor manager, if he is rich he is dishonest. If he is in politics he is a grafter; if he is out of politics you can't place him, and he is an undesirable citizen.

If he is in church he is a hypocrite; if he is out of church he is a sinner, and is damned. If he donates to foreign missions he does it for show; if he doesn't he is stingy. When he first comes into this world everybody wants to kiss him; before he goes out they all want to kick him.

If he dies young there was a great future before him; if he lives to a ripe old age he is simply living to save funeral expenses.

Life is a funny road but we all like to travel it just the same.

The Company's Celebration at Kamloops, B.C.

Called Most Successful Event Ever Experienced in District

THE celebration of the Company's 250th Anniversary was a big day for Kamloops.

It started at 1 p.m. with a street parade of decorated floats and cars, and about eleven hundred school children in motor cars, through the streets of the city to Riverside Park.

Then followed the crowning of the May Queen and the presentation of a suitably engraved gold signet ring in commemoration of the event, next were presented the five prizes won by Kamloops pupils in the school children's competition.

Then followed maypole dances, country folk dances, interspersed with choruses by the school children after which a good programme of sports was carried out, suitable prizes being offered for various events. Then came the free distribution of ice cream cones, candies, cigars and cigarettes, so that both young and old might participate in the Company's generosity on the occasion. Approximately six thousand people were present.

At 6 p.m. a banquet was given to the May Queen and her attendants and friends at which the maids of honor were each presented with a string of pearls.

In the evening a dance was held in the big Agricultural Hall, 8 to 11 p.m. being reserved for the children only, and from 11 p.m. well on into the wee small hours for the adults. Approximately three thousand persons attended this dance.

It was said to be the most successful celebration of any kind ever held here and it will most assuredly be remembered by all of Kamloops and district.

The following excerpt from the Proclamation of the May Queen gives one a slight idea of the good will evident on this occasion.

> *"To those who are laboring to enrich our country by developing her many resources I desire to especially commend the achievements of the Hudson's Bay Company, incorporated in May, 1670, 250 years ago as "The Governor and Company of Adventurers of England, trading into the Hudson Bay." Since that time by their enforcement of law and order their fairness in trading, their resourcefulness in changing circumstances, their power of adapting themselves to new conditions and above all by their willingness to ever place first national consideration, they have secured for themselves a sure place in the hearts of our people and in the history of our Land. On this their anniversary year, we especially commend this Company as an eminent example of energy, of resourcefulness and of unfailing loyalty."*

Kamloops Store Notes

OUR MILLINERY Department has been reopened again, under the management of Mrs. Wakelin of Vancouver, B.C. We wish Mrs. Wakelin every success.

MR. MILNE, Manager of Dry Goods Department, seems to be getting more chesty every day since the arrival of a baby girl at his home a few months ago.

MR. LIDSTONE, Manager of the Hardware and Crockery Department, is also showing signs of feeling mighty important for the past few months over the arrival of a baby boy.

MISS STELLA COZENS has been transferred from the crockery and hardware department, where she has labored faithfully for the past three years, to become cashier, and the staff wishes her every success.

MISS MAY LARSON, of the dry goods department, has been transferred to the crockery and hardware department to fill the position made vacant by Miss Cozens, and has the good wishes of all for her success in the new position. WE ARE GLAD to welcome Miss F. A. Hewson, who was formerly with the Soldiers Settlement Board at Saskatoon, and has assumed duties in the general office.

Vernon, B.C., News

General Manager Pout Has Birthday Surprise

OUR Store Manager, Mr. Pout, had a birthday recently. He blushingly admitted that it was his forty-first.

A secret compact was entered into by the various department managers and Mrs. Pout, with the result that Mr. Pout's usual Summer evening recreation—listening to his rabbits gleefully munching turnips imported from his next-door neighbour's garden and cogitating how many of his pullets were going to grow into cockerels and when those that wouldn't would begin to demonstrate their sex for the benefit of his breakfast table—was interrupted by a call to attend the front door.

Mr. Pout, becomingly attired in overalls six sizes too large for him, a sweater, and the inevitable pipe shrieking of "Imperial Mixture," ushered in the first arrivals, Mr. and Mrs. Masters. Fondly imagining that this was merely one of those informal calls, he was swinging between the desire to finish his 'fowl' ruminations in the back-yard and the thought of making himself more presentable, when the door-bell rang again, and once or twice after that, signalling the arrival in succession of Mr. and Mrs. Watson, Mr. and Mrs. Henderson, Mr. and Mrs. Andrews, Mr. and Mrs. Gaspell and a hardened bachelor in the debonair personality of Mr. Beatty. All this was too much for Mr. Pout, so he ran upstairs and did a lightning change act.

He returned in time to receive a number of little remembrances in the form of a bouquet of highly scented onions (his favourite brand), a beautiful cabbage centrepiece trimmed with giant vegetable marrows, with dainty cucumber insertions. Before the presentations were over, the room had begun to take on the appearance of a Harvest Home or a coster-mongers' Vegetable Fair. But the *piece de resistance* was a live chicken, done up ('done up' is the correct term)—done up in tartan ribbons in an old shoe box. The chicken, it might be mentioned, was a 'runt' that ate more than any three other chickens in Mr. Henderson's yard, so the genial and generous grocery manager jumped at the opportunity of displaying his big-heartedness, getting rid of an expensive nuisance which 'never would do nobody no good nohow' and at the same time getting one on Mr. Pout.

R.W.

Miss Belgrove Wedded

MISS E. BELGROVE, fondly called "Joey" by the staff, was recently induced to change her name, becoming the bride of Mr. James Mitchell.

The bride was charmingly attired in ivory satin with georgette over-drapes and wore the customary flowing veil and orange blossoms, carrying a bouquet of white carnations. Two bridesmaids, Miss Cridland and Miss Redgrave, were in attendance, becomingly gowned for the occasion, while two dainty little flower girls very prettily dressed in pink, completed the bridal party. After the ceremony the happy couple left the Church amid showers, or rather we should say, a storm of confetti, and proceeded with their friends to the home of the bride where a real old time bridal breakfast was enjoyed. Mr. and Mrs. Mitchell left for the coast cities on their honeymoon on the afternoon train. Previous to her wedding, "Joey" was the recipient of a number of showers of useful articles, including a rolling pin from "Maggie."

The staff of the store presented her with some Scotch blankets and towels, and at the same time, Mr. H. Pout, our genial manager, handed her, on behalf of the Company, a box containing a linen table cloth and table napkins. Although officially her name is Mrs. James Mitchell, to a host of friends she will always be known as "Joey."

Nelson, B.C., Store News

STAFF Picnic was held at Bealby's Beach. Charlie's raft proved a great success and provided endless amusement to the party.

Races, sports and games featured the day. The water was too rough and cold for the swimming races.

The Hudsonia Club, which was very active last Winter with whist drives and dances, is perfecting plans for the coming season. The activities of the club will be watched with interest now, as

out-door recreations have been cut down.

WEDDING BELLS have been very popular among the Nelson store staff and it is rumored more are expected. One very popular bachelor has recently added another new bedroom and living-room to his house, and this gives rise to much speculation.

RECENTLY we had a visit from a former manager, Mr. J. M. Gibson, now general manager at the Calgary store. Mr. Gibson spent a few days on the lake at his favourite sport (who said golf). Fishing it was, and although he was not successful in landing another 14-pounder as in July, 1917, on his last visit, yet he did get a mighty fine basket of rainbow trout. These fish weighing from one to two pounds each are very game and it requires all the skill of an experienced angler to land them in the net.

Our visitor finished up his holiday at a round of golf on the new local course and was the central figure of the party, as the locals have not yet got into their stride. On leaving, he was heard to remark, "The Kootenays for me, boys, every time." May his shadow never grow less.

The FORUM

This Column is the "Open Forum" wherein anyone who serves the Company is privileged to "arise and speak" on worth-while subjects which concern the welfare or efficiency of employees. Do not hesitate to send the Editor your suggestions. All good thoughts that might help others in their work or the Company will be published here.

Let Us Talk It Over

THE spirit of modern business is to talk things over. The merchant visits the stores of other merchants; they exchange ideas, and *both* are better off.

Business men in various fields of effort are becoming more and more inclined to capitalize the benefits that come from the other fellow's point of view.

The writer believes a *Convention*, at least once a year, of Hudson's Bay Company merchants and business executives would result in much good. Some way could be found to have delegates from various organizations also attend. Perhaps the efforts and results shown by department managers, salespeople and others, during the season preceding would be an equitable measure of the qualification for delegates. One of the features of such a convention could be a tournament among the prize winners at various points in tennis, golf, quoits, and other sports.

Such a convention, it seems to me, holds forth unlimited possibilities for good, not only to the Company but to the members of its various organizations—*Co-operator*.

Should the Supplier Assume This Loss?

DURING the past four years, owing to scarcity of merchandise, we were glad to get delivery under any conditions—but now that production is getting nearer normal, the question arises, should we pay express charges on merchandise which was ordered in time to be shipped by *freight*, if order was accepted by vendor under these conditions?

We find that suppliers, sometimes with and at times without our consent, when pressed for delivery of goods which are overdue, forward them by express and will not assume the charge for the difference between express and freight.

With express charges likely to advance in the near future to approximately $10 per 100 pounds, from Toronto and Montreal to Winnipeg—it becomes a question of importance. The views of the other H.B.C. stores on this subject would be appreciated. If any action were to be taken against this practice, it should be done by the Company, rather than individual departments or stores, so as to avoid any discrimination.—*S. K., Winnipeg.*

(*Continued on page 21*)

Nothing Great Was Ever Accomplished without Enthusiasm—Emerson

How Winnipeg Retail Combats Reports of Break in Prices

Store's Alert Management Instructing Salespeople on Right Way to Answer Many Questions Respecting Prices of Merchandise

CUSTOMERS of the Company's retail stores, after reading newspaper reports published broadcast recently with regard to the general break in prices of the necessities, naturally are curious to know what is really going to happen. They ask questions of the people who are most accessible and who, they think, surely should know all about it—the salespeople of the stores.

In their efforts to answer such questions intelligently, salespeople remember that their word on the subject is accepted by the public as the word of the Company itself.

It is the view of the Winnipeg store management therefore that salespeople should be equipped to meet these frequent enquiries frankly and answer them as satisfactorily as possible.

In an attempt, therefore, to offset sensational and often unfounded newspaper reports about tumbling prices, the Winnipeg store has been training its people on the proper answers to many hypothetical questions.

We reproduce here the complete paper of questions and answers used in the store's educational meetings:

INSTRUCTION TO SALESPEOPLE

Are Prices Coming Down?

The Public Has a Right to Know the Truth

The cost of living and the price of merchandise are great public questions.

News articles on the subject must "read well." They are frequently based on isolated cases, or the exception to the rule, and are, therefore, sensational and seldom reliable.

Customers will constantly question you on the subject. The Hudson's Bay Company is most particular that your answer is intelligent and truthful. This requires you *firstly* to know as much as possible on the subject, and *secondly* to be very sure that all statements are well within the facts.

Misleading reports by the press or others, about the cost of the necessaries of life—goods we sell—create added responsibility for the salesperson. We owe it to our customers to correct as far as we are able any false ideas about the goods we sell and as you are representing the Company you must be very sure that every statement is nothing short of the right one.

No newspaper is able to give the public information about merchandise so well as the store selling it, and no store has a record for dependability and truthfulness that surpasses our store.

Encourage our customers by politeness and frankness to consult with you about these problems, making very sure that all your statements are of real service to them.

Questions frequently asked are the following, with suggested answers:

Customer—"Who is responsible for high prices?"

Salesperson—"No one connected with merchandise resisted rising prices as vigorously as the retailer. The retail store was the last to raise its prices and is now the first to reduce them. Long ago, however, the merchant was obliged to admit that world influences were at work and that ascending prices were beyond his control."

Customer—"Your prices are apparently no lower than they were several months ago?"

Salesperson—"That is true in some cases, and and in other cases not. As a matter of fact, we are paying even more this season for several lines of merchandise than we have been paying. In all cases where goods cost less, our price is proportionately less." (Give illustration of the foregoing with goods in your department, thus you are offered an opportunity to introduce merchandise). "We like you, are eagerly looking forward to the time when all goods will cost less. In the meantime, we are not waiting for prices to come down, but are reducing them ourselves." (Give illustration with merchandise in your department).

Customer—"I see by the newspapers that stores in American cities are selling at big reductions."

Salesperson (always politely)—"I understand that prices in the United States rose to much greater heights than retail prices in Canada, and they naturally will have to be reduced accordingly." In a tactful way the salesperson will remind customers of the fact that "you cannot believe all you read in the newspapers unless it be in an advertisement over a reputable store's name."

Customer—"How is business?

Salesperson—"We are apparently getting our share of it."

Customer—"I have been reading in the newspapers that prices are coming down? How are your prices?"

(*Continued on Page 21*)

WINNIPEG

NEWS and Views of Happenings at the Company's Establishments in Winnipeg, Manitoba.

NOTE—Contributors kindly send all reports for this Department to Associate Editors: E. U. Pugsley, H.B.C. Retail; A. P. Evans, Wholesale Depot; W. M. Conn, Fur Trade Dept.; B. A. Everitt, Land Dept.; John Hughes, Executive Dept., Winnipeg.

Retail Store Notes

The Store Stands on the Eve of a Magnificent Transition

TODAY, on the threshold of enormous undertakings, with everything just awaiting the word "Go!" for the erection of a palatial new five-million dollar store, which will really be a national monument to commercial enterprise, there is an air of lively expectancy at Winnipeg which is shared by the entire staff.

A great store, of course, is not necessarily measured by its physical size but rather by the quality of service and satisfaction it renders the public.

The sober, industrious progress of the Winnipeg store today, together with its splendid accomplishments of the past five years, seem to justify the reference to it as the fastest growing store in the Northwest.

The store now in use was built in 1881, when Winnipeg was but a "strapping boy in short trousers." The building was enlarged in 1900 to its present dimensions. It was then one of the very few brick buildings in Winnipeg, being built of red brick imported from the United States at a cost of $75 a thousand. Splendid walnut fixtures were installed, and for many years the store was the finest-equipped in Western Canada.

The new store site on Portage Avenue, which represents a million-dollar investment, has been found to be directly abutting or in the path of the proposed Victory Mall planned as an approach to the new parliament buildings.

Consequently, in deference to the city, Sir Robert Kindersley announced when speaking on the subject during his last visit here, the Company will, for a reasonable time, hold its building programme in abeyance to permit of a decision on the part of the city fathers regarding the Mall project.

The Store's Successful Garden Show

UNDER direction of two of the store's well-known but bashful gardeners, our first annual garden show was held. A museum of ludicrous and very rare animals was rigged up out of deformed potatoes. Mrs. Jarley's wax-work show could hardly have been more amusing. Among the notables were "World-Renowned Bugbear," "Old Bill the Irish Cobbler," "South African Vampoose" and a "Dinosaurus" of the Glacial Age. The event was carried off with great aplomb—Japanese lanterns and everything. One of the signs read: "Contributions Invited—All Eggs Sent in Will be Kept in the Vault Except when on Show Under Heavy Guard."

Smoke nuisance engaging attention! Mr. Hughes, our efficiency expert, is reported to be working on a scheme to filter the train smoke from the daylight outside the store, hence reducing electric light cost. The separated smoke will be pressed into bales and sold back to the railway for fuel.

MISS F. SMITH, MISS ROBERTSON and MISS MATTIE FLETCHER have returned to us from holidays in the British Isles.

"What Do You Make of This, Watson?"

A DEEP and impenetrable mystery surrounds a letter which was circulated around the store some time ago. Sherlock Holmes gave it up. Author apparently sunk without trace. Pandemonium broke loose. Mirrors hastily consulted. Though the affair is still unsolved, those under suspicion are exercising more care in the use of their "gillettes."

Dear Sir:

An emergency meeting of the Anniversary Moustache League will be held in the upholstery workroom where the excelsior, horse hair, oakum and cotton waste is kept. The committee views with alarm the growing prevalence of shaven upper lips, and ways and means to rectify this condition will be discussed.

All those interested, especially those with misplaced confidences or similar hirsute appendages, hesitating on the brink for better or for worse, are invited to be present.

Professor Saalfeld will deliver his celebrated lecture, "Moustaches Famous in History."

Mr. Gerald Magregor will speak on "Festooning and Draping for Demure Effects."

Spinach salad will be served at the conclusion of the meeting.

Yours very truly,
Anniversary Moustache League.

Two new song titles suggested from the Men's Clothing Department: "Swells from the Bay" and "Those Stylish Blues"—as sung by the "Well-Bred" quartette.

Winnipeg Witticisms

"Truth is funnier than fiction."

The advertising department is obliged to refer all requests for "newspapers for a week back" to the drug department where *porous plasters are sold.*

Sense of humor disregarding all bounds? For example—

UTILITY READING LAMPS
Special
$2.95

UTILITY reading lamps in brushed brass. The shade is *adjustable to any ankle.* The base is slotted so that it can be hung on wall and used as a side light. An ideal light for every home. Complete with six feet of cord attachment and one 25-watt Tungsten bulb.

A printer's error in the proof. Immediately it was discovered Miss Boake retorted, "footlights, I suppose." The feeling seems to be that some terrible punishment impends!

Wholesale Depot Notes

P. M. RENNIE returned to the depot after an enjoyable holiday spent at the coast. He visited Calgary, Vancouver, Victoria and Seattle. Mr. Rennie says Seattle is a nice town but awfully dry.

A. KNOWLES, the general office manager of the wholesale, also returned from a month's trip to the coast.

SEPTEMBER 24th was marked by a visit from our sales staff at Saskatoon, who came to look over our stocks. An enjoyable evening was spent at the theatre to wind up the day.

THE WHOLESALE sales force moved into their new quarters at the beginning of the month. The general consensus of opinion is that it is the best wholesale office in Winnipeg.

WHOLESALE TENNIS players put up a good fight for positions in the tournament, but most of us were novices and all of us were rusty. Miss B. Young and Mr. J. K. Seal lasted longest, getting into the third round. Mr. Everitt and his partner beat them in a well-contested game.

QUOITS—Players from the wholesale had to give pride of place to the retail teams in the Quoits tournament, but they expect to do great things next year. In the tournament amongst themselves, for which Mr. C. W. Veysey kindly donated prizes, Mr. McMicken and Mr. H. Wells were the fortunate winners of the first prize (pair of boots each).

CURLING ENTHUSIASTS are becoming impatient to get on the ice again. Last year a most successful season came to an end with the play-off of the two leading teams, J. Poitras and J. Seaborn, skips, tying in the last game. A very exciting final game was played between the two for championship honors, John Poitras winning, 15 to 11.

The retail store held the curling cup until last winter, when it passed to the keeping of the wholesale. The games were played on the old "Aud" ice (retail stronghold) the wholesale winning by points and games.

Interesting Finish to Winnipeg Tennis Season

Retail Store Romps Away From Other Departments in Hotly Contested Tournament—Land Department to Seek Vengeance Next Year

THE laurel leaves were garnered in this season's Winnipeg tennis competitions by athletic aspirants sent to the nets by our retail establishment. Land department players, last to be overcome by the brilliant "racquetieres" from the store, have announced an intention to make reprisals when next the balmy breezes blow in Winnipeg. In the men's doubles, Ferguson (delivery) and Bowdler (shoe section, retail) played in top form, in the hard-fought final with Almond (land department) and Thomas (publicity department), worsting the latter pair by a decisive score of 6-2, 6-3. Men's singles were won handily by Robinson (shoe section, retail) from Thomas (publicity department), the score being 6-2, 1-6, 7-5. Robinson's fast and accurate lofford was a deciding factor.

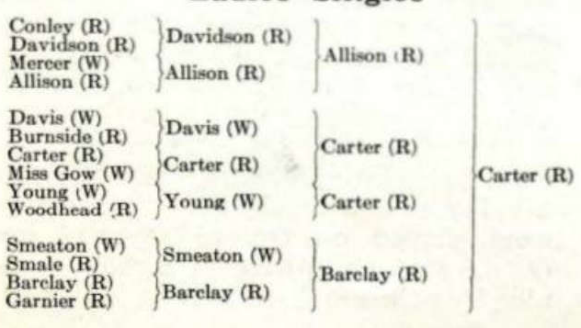
Mixed doubles went to Miss Carter (retail) and Upjohn (retail) who defeated Miss Barclay (retail) and Ferguson (retail), 6-2, 6-3.

Ladies' doubles champions were Misses Allison (retail) and Carter (retail) who won the final contest from Misses Barclay (retail) and Kennedy (retail) 6-4, 6-3.

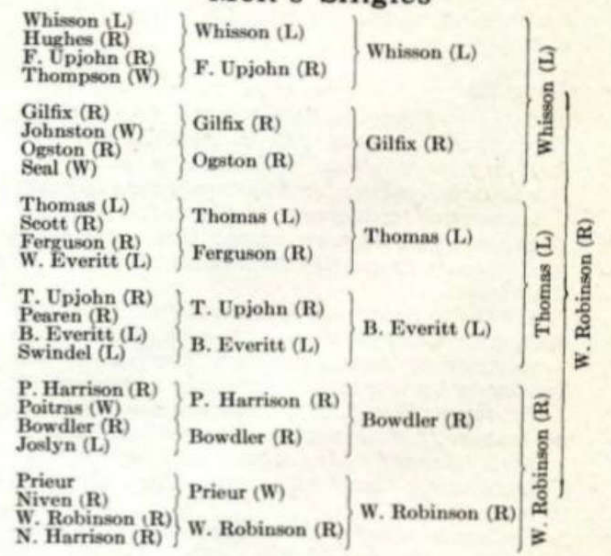
Following is elimination table showing progress of entire tournament, being the first play-off on the Company's new tennis courts made available this season for the entire Winnipeg staff:

[*Key—(L) Land Dept.; (R) Retail; (W) Wholesale.*]

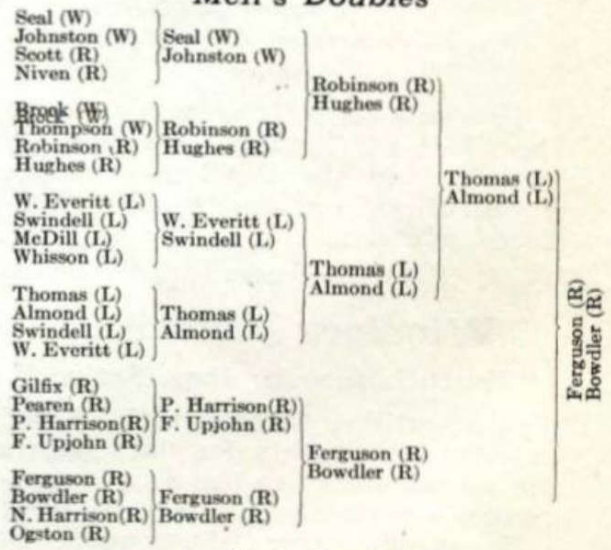
Ladies' Singles



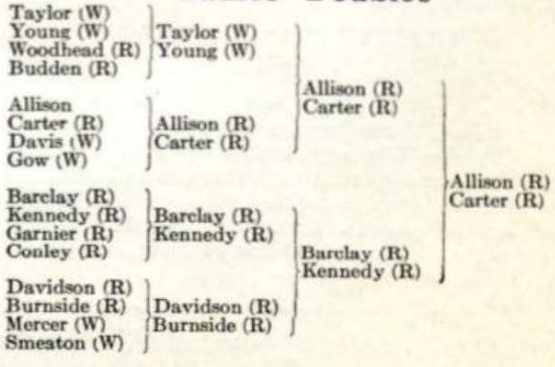
Men's Singles



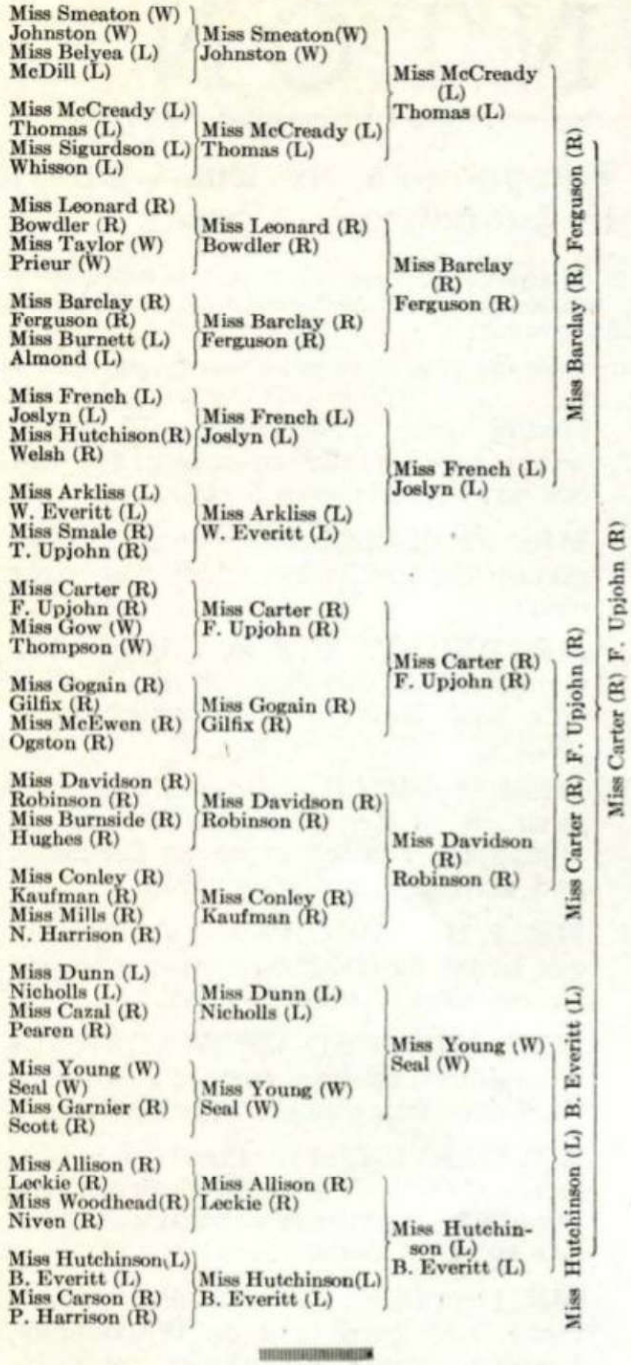
Men's Doubles



Ladies' Doubles



Mixed Doubles



THE FORUM

(*Continued from Page 16*)

IT is with a great deal of pride that we notice so many of our associated employees were successful in being awarded prizes in the suggestion competition held by the Company in connection with the 250th Anniversary Celebrations.

There never was a time when we doubted the fact that a large percentage of very useful and constructive suggestions had been submitted from the Winnipeg store. However, we are now wondering which one (if any) of our fellow employees will have submitted an answer to the last big question, worthy of the trip to Europe. I am sure everyone will be anxiously looking forward to the announcement regarding this interesting trip. —*R.H., Winnipeg.*

How Winnipeg Retail Combats Reports of Break in Prices

(*Continued from Page 17*)

Salesperson—"The Company owns its merchandise as cheap as any store on earth and sells it at the smallest profit consistent with legitimate retailing. We are, like you, anxious to see prices lower, but hope they do not fall too rapidly, because that would be a serious matter for Canadian working people."

Customer—"Why would radical reduction in prices not be a good thing for everybody?"

Salesperson—"In a dollar's worth of merchandise a large part is represented by labor. Cut the dollar in half and the losses to the wage-earners over Canada would be enormous."

Customer—"I see by the papers the price of wool and cotton has come down. Why do you not reduce your prices of wool and cotton goods?"

Salesperson—"The price of wool and cotton—in the raw material—has come down and when such goods are made up in the finished product and cost us less, they will in turn cost you less."

The statement of no salesperson in this community should be accepted with greater confidence than that of the Hudson's Bay salesperson. The Company requires salespeople to get the fact and state them tactfully and truthfully to its customers.

When you are not sure you can answer a customer's question, always refer to department manager or assistant. Remember, if you hesitate you may by reason of this create a lack of confidence in the mind of the customer.

A Company Curling Rink?

ABOUT this time of the year we naturally begin to think of the coming Winter season, and with the Winter season comes the Winter sports, such as curling, hockey, skating and tobogganing.

At the Winnipeg store last Winter, curling predominated over all other sports, in fact about 75 per cent. of the men employed joined in one of the most successful curling associations we have ever had. About 120 individual games were played and at the end of the season we had the privilege of playing a series of 15 games with the Robinson Company and won a handsome silver trophy for the retail store.

This season, I understand, there are a considerable larger number of men who wish to join our curling association, and this Winter ice for curling is going to be almost impossible to get from any outside curling association. Now what I would like to suggest is that all curlers from the various branches of the Company at Winnipeg, get together and join themselves into one large curling association and all curl at one rink.

This would only be possible if the rink were our own, and I would suggest that the Company be approached regarding erecting such a building. This would stimulate the interest in the game, and after all there is nothing like good, clean sport to make us all better men and women and better able to equip ourselves for the game of business. *W. O., Winnipeg.*

EDMONTON

NEWS and Views of Happenings at the Company's Establishments in Edmonton, Alberta.

NOTE—Contributors kindly send all reports for this Department to Associate Editors: J. Prest, H.B.C. Retail; E. Yuill, Wholesale; J. R. McIntosh, Land Dept.; W. J. Maclean, District Office, Edmonton.

Retail Store Topics

A. and A.A. Gets Good Start for New Season of Fun

THE Amusement and Athletic Association opened the Winter season with a very successful dance held in the Memorial Hall, September 24th.

About 200 of the staff and their friends attended, notwithstanding the inclement weather, and they were well rewarded, as the dances and music were exceptionally good.

This dance is the forerunner of a series of social events, including whist drives, concerts, dances and other "indoor sports," which will be conducted every month until the end of April, 1921.

The Association was inaugurated in the Fall of 1919, and during last Winter many successful events were held, the season being a very great success.

The new season's events, it is hoped, will surpass all previous social gatherings, both as to quality of the entertainments, and also in regard to the number of members and friends participating.

MR. ROBINSON, of the drug department, and Mr. Johnson, of the shoe department, were hunting last week, and Chief Johnson says he had the best hunting ever—36 ducks for the trip; but Gunboat Robinson says: "Poor sport, should have had 150."

MR. FLORENCE, dress goods and staple buyer, is in the east. Let's hope he does not have another "fall"—of course we refer to his recent accident.

MISS SOLICK, of the sweater department, has returned from her vacation, having spent a very enjoyable three weeks visiting the coast cities—Vancouver, Victoria and Seattle.

MISS PETERSON has been to Calgary giving the millinery styles the once over.

MR. BRIGGS, whitewear buyer, has returned from his Eastern trip looking hale and hearty. Welcome home, "Bill."

MISS McVICAR, of the silk department, is in her usual place after an enjoyable vacation spent at Canadian and United States coast cities.

MR. J. N. DAVIS is a new salesman in our house furnishings department and we welcome him to the staff.

MISS MILDRED CROWTHER has been advanced from cashier to clerk in the house furnishings department.

J. F. HARVEY, of the furniture department, visited Calgary last month and reports the furniture department there is a splendid department.

MR. DAVIS, house furnishings department, had good luck on the holiday, bagging twenty-five ducks with his trusty musket.

MR. WALKER, hardware buyer, went shooting ducks. At the time of writing he had not returned.

MRS. DOVE, house furnishings department, reports quite a lot of building activities up at Peace River, where she spent her vacation.

Dempsey and Willard may be all right, but it takes MISS ALICE WRIGHT to handle the gloves.

MR. JOHNSON, footwear buyer, returned October 4th from a business trip to Calgary.

Co-Operation Helps Sales

By J. Prest

Recently I saw an excellent instance of how invaluable the nonselling employees of a store may be when they so care. As I entered the elevator on the first floor of the H.B. Edmonton store, a dear old lady, who looked as though she might have just stepped from the covers of "Lavender and Old Lace," asked the operator to direct her to the Rest Room.

The elderly lady was accompanied by a younger one, who proved to be her daughter and before the operator could answer, she said, "What a pity, mother, you can't see the new silks," and mother replied, "I should love to, but I am much too tired. I will wait for you in the rest room." Then the miracle occurred—the operator said, "I am sure they would make you comfortable in the silk department; you can see the silks and rest at the same time"—and she added that some very lovely new silks had been unpacked that morning.

The temptation was too much for the dear old lady, and she thanked the girl and followed her daughter from the car. Curious to see whether that girl received the right kind of co-operation for her clever work, I followed the couple into the silk department. There I saw the silk buyer's assistant come forward and find a cool place for the elderly woman, and a most comfortable chair.

And then, from quite the other end of the room he carried silks they wanted to see—just because the most comfortable spot in the room was a long way from where those silks were kept and he valued their comfort more than the slight inconvenience it gave him to bring the silks to them. Clever team work on the part of that operator and the silk man, don't you think?

MR. WOODMAN, ready-to-wear buyer, has returned from his holiday. He has a good coat of tan and reports a good time. We think "Freddie" must be a direct descendant of Isaac Walton, as he is a great advocate of the sport, but as usual the biggest ones always got away.

MISS MAY DOHERTY promoted. We are pleased to announce the promotion of Miss May Doherty to buyer of the hosiery and glove departments. For the past eight years Miss Doherty has been a valued member of the staff of the Edmonton store and until recently held the position as assistant buyer for these departments. It is indeed gratifying to know that the Company are now elevating their employees, when competent, to the higher positions when vacancies may occur. Such a procedure is bound to be fruitful of the best results in stimulating a more ardent desire to become thoroughly capable and proficient in whatever department an employee may be.

MR. WOODMAN, ladies' ready-to-wear buyer, returned October 5th from eastern points. He reports a decided tendency towards lower prices in many lines. This is welcome news indeed.

WE HEAR a certain young lady in the general office has lost her heart to a young gentleman in the undertaking business. A fellow employee suggests that she is *flirting with death*.

MISS CONNINGTON, of our corset department, has taken on a new contract—a life sentence this time. We hope Connie will be as faithful to her new duties as she was to the old. Her associates provided her with good advice, cooking utensils and choice recipes.

MR CHARLES LITTLE, the popular assistant to Mr. Johnson in our ladies' shoe department, has left for Seattle.

MRS. WINN has just returned from a two months' trip to Nova Scotia. She says she had a delightful visit in the east.

MISS BESSIE OGILVIE returned from the coast after three weeks' vacation. We are pleased to see her looking hale and hearty and in fine fettle for the annual Fall opening in which she participated as one of the models.

MR. FLORENCE, dress goods buyer, met with a painful accident. Whilst in the stock room he had the misfortune to fall from a ladder and break one of his ribs. He was confined to his home for a number of days.

(*Continued on Page 28*)

CALGARY

NEWS and Views of Happenings at the Company's Establishments in Calgary, Alberta.

NOTE—Contributors kindly send all reports for this Department to Associate Editor, F. R. Reeve, H.B.C. Retail, Calgary

The Calgary Cricket Team

Athletics and Social Events Going Strong at Calgary

H.B.A.A. Receives Great Support From 350 Enthusiastic Members 1920 a Record Season

BY W. C. SALTER, Vice-President

HUDSON'S Bay Company's Amateur Athletic Association of Calgary is enjoying one of the most successful years since its formation. Membership at present is 350. All branches of sport are entered into with enthusiasm. The club house and grounds are situated just outside the city limits, with car service to the door every half hour. We have a very fine nine-hole course, a tennis court, basket ball court and football field. Good fellowship is the keynote of all activities. Wednesday afternoons and Sundays are the big days, while basket picnics and games are very often enjoyed every night of the week.

Our Clubhouse is beautifully situated overlooking the Bow River and is very comfortably furnished with easy chairs and tables, also a fine phonograph.

Dancing is enjoyed in the living room and spacious verandah in the cool of the evenings after the sports of the day are over. Meals, ice cream and soft drinks are to be had at all times, and camping facilities are afforded for members who wish to spend their vacation at the grounds.

Our Baseball Team is in the final of our City League and by the time the next issue of this paper is in print we hope to show you a photo of our team, the members of which we think are among the finest looking if not the very finest in the entire Hudson's Bay Company's organization.

Our Cricket Team has enjoyed a very successful season, having defeated the strongest city team on one occasion; unfortunately, however, as our store enjoys the weekly half-holiday on Wednesday and the Cricket League plays their games on Saturday; this we believe is the only reason we will not have the championship of that league for this season.

Golf—Of course everybody in the organization knows how we stand in this game, having had the proud distinction of turning in the winner on both occasions, the first two years for the Herbert E. Burbidge cup, representing the championship of the entire Hudson's Bay system. We are now playing the hole-and-hole competition for the J. M. Gibson cup, 36 players competing in this event; also a mixed foursome with 16 couples competing. The winners of these events will be announced in a later edition.

Football—We also have a very formidable football team, which has enjoyed very good success this season. As the Fall season approaches our Monthly Dance is looked forward to with pleasure, these in the past have proven a big social help and means of becoming better acquainted.

Bowling—Our five-pin and ten-pin bowling league in the past has usually been composed of twelve teams, representing departments and floors.

Curling—As our general manager is a "braw Scot," can you wonder that quite a few of our members have decided to play this roaring game. During the closing days of last Winter several games were played. Mr. John Smith, our merchandise manager, being an old player, was responsible to a great extent for the enthusiasm, and we expect big doings this Winter along this line. The above remarks are not made with any spirit of egotism but with the wish that you will let us know of your activities in athletics so that we may benefit by your experiences.

General Manager's Dream

One That He Sincerely Hopes May Come True

THE dream (oh, if it would only come true!) was to the effect that in a single morning, buyer after buyer was knocking at the general manager's door demanding an interview to tell him of the wonderful bargains obtained in the markets. The continuous stream poured through the portals of the private office telling the story of merchandise bought at tremendous savings. This raised an enthusiasm that radiated to the advertising and the display managers.

It became so real that the scrap paper in the office was soon exhausted and the enthusiasm extended to the merchandise office and for three or four days there was a continued debate and fight for the allocated space in the local newspapers. The dream went on and became so realistic that the general manager fell out of bed and suddenly woke up to find that *his buyers were only human and the markets were only normal.*

ANOTHER new member of the staff is Mrs. Jack Kay, who also hails from England, with Tunbridge-Wells and London experience. She also resided in Holland for some time.

OVERHEARD in tobacco department. Customer (Mr. Joe Mulholland)—"Give me three cigars," ordered Joe shoving a quarter across the counter.

"Strong ones or mild?" asked Fatima.

"Give me the strong ones; the weak ones are always bustin' in my pocket."

Successful Twenty Hour Piece-Goods Sale

THE store inaugurated one of the most successful departmental sales in its history on September 23rd and 24th, when from 9 o'clock on Friday morning until 9 o'clock on Saturday night (20 hours of selling time) takings averaging nearly a thousand dollars per hour were made. The buyer, Mr. Mulholland of the piece goods section, in conjunction with the management, started in to create a record in piece goods selling. Extensive purchases were made just at the moment when eastern markets were slumping on Fabric goods. The buyer managed to obtain a quantity of special values. The message was gotten across to the public by means of circulars, window displays and full page advertising.

A specially noticeable feature of the sale was an offering of linens at $1.49 with values running as high as $12.00. At fifteen minutes to nine, it is estimated a crowd of at least 500 people were waiting at the doors, and 80 per cent. of them made direct for the linen offering immediately the doors were opened.

Calgary Store's Fall Style Exposition Seen by More than 6,000

By F. R. REEVE

THE Fall opening in the Calgary store was conducted in an entirely different manner from previous seasons. Arrangements were made whereby the Palliser Hotel ballroom was secured for two afternoons of the week, in which reserved tables were placed for tea, with raised platforms running through the centre, on which models from our own staff displayed the fashions for Fall and Winter 1920. There was a full attendance of society women for each of the afternoons and much favorable comment was expressed on the way in which the affair was conducted.

No celebrations were observed in the store, except the special displays on the second floor, and the windows. Arrangements were made with the Allen Theatre whereby each evening the models appeared on the stage in the spotlight. A capacity house attend-

(*Continued on Page 29*)

VANCOUVER

NEWS and Views of Happenings at the Company's Establishments in Vancouver, B.C.

NOTE—Contributors kindly send all reports for this Department to Associate Editor, F. S. Garner, H.B.C. Retail, Vancouver.

There's Always Room at the Top

DURING Sir Robert Kindersley's speech to the staff on the occasion of the banquet given at the Hotel Vancouver he said; "No institution offers such opportunities for advancement as does H.B.C."

Below we mention a few of the people in Vancouver store who started low and have practically got to the top of their individual trees.

MR. H. T. LOCKYER, general manager, entered the Company's service as accountant; is now general manager.

MR. G. A. H. PORTE, assistant manager, entered the service as customs clerk and has risen to the position he now holds through hard work and attention to his duties.

MR. W. PEPPETT, credit manager, entered as clerk and has risen step by step to the position he now holds.

MR. FRED HERBERT, manager of the delivery department, entered the service as a driver and has held his present position for over eight years.

MR. V. W. ADAMS, accountant, started in the service as a clerk in the general offices on Water Street.

MR. A. J. WATSON in a little over twelve years has climbed from salesman behind the counter to buyer, then floor manager; and for the past six years has held the position of merchandise manager and sales manager.

MR. C. SKELLY, our genial floor superintendent, started with the Company as clerk.

MR. D. DALE, buyer of men's furnishings, entered as a "counter-jumper" only eight years ago.

MR. D. W. WINSLOW, buyer for the boys' section, entered the service as salesman and rose to be buyer. At the outbreak of the war he enlisted and on his return took the position which he now holds.

MISS K. CURRIE, manager of the waist, corset and underwear section, rose to her present position from junior clerk.

MISS A. K. SMITH entered the service as a clerk and has lately been given charge of the fancy jewellery section in addition to the neckwear, handkerchiefs, laces and notions, over which she formerly had charge.

MISS McLEAN, manager of the mail-order section, and known to many as "Belle Hudson," has risen from the ranks.

MR. E. NICHOLSON, manager of the staple section, rose to this enviable position from a clerk in less than six years.

Fit yourself so that if an opportunity occurs, you will be ready to take it.

Mrs. McDermid at Dawson Sees New York-Nome Flyers

MRS. McDERMID, infant's wear buyer, had a most enjoyable trip north to Dawson for her vacation this year. During her sojourn at that city she witnessed the first aeroplane arrive in Dawson. The four planes of the New York-Nome expedition on their pioneer journey through Alaska and the Yukon, "hopped off" at Faulkner Field, West Dawson, at 10.50 on the morning of August 20th. "The sky," says Mrs. McDermid, "was overcast with grey, but sunlight was threatening to break through, and the clouds were high. Reports by radio and telegraph lines gave the sky conditions as clear half-an-hour before the start.

"Hundreds of people gathered at the field to watch the take-off. The aviators had worked hard nearly all the previous day overhauling their machines, and got away confident that they could negotiate the trip to Fairbanks in good time.

"They took off splendidly, shooting down the stubble field at a great gait and sailed gracefully out towards the river and over Moose Hide

Indian Village. Then they circled back over Dawson and the river in front of the town until they attained their customary flying height, which in this region is between 5000 and 6000 feet. Taking a due course west, one by one they disappeared over the crest of the high hill, following the same direction as the Glacier Trail, thus crossing the old Forty-mile river and the Goodpaster."

Mrs. McDermid was welcomed back to Dawson with great zest. She was a well-known resident there at one time, but has been "outside" as the people there call the rest of the world, for nearly seven years now. She spent ten days visiting among her old friends with her son, Roy McDermid, one of the best-known and most popular of Dawson's young men.

VISITORS to Vancouver during the Summer months included: Mrs. Fowles, wife of Mr. W. Fowles, in charge of the Company's buying office in Montreal; Mr. C. W. Veysey, manager of the wholesale depot in Winnipeg, formerly accountant in Vancouver; Mr. Gibson, manager of the Company's store in Calgary; Mr. H. F. Harman, Land Commissioner, Winnipeg. *Au revoir!*

H.B.C. Booth at Fair a Great Success

DESPITE the fact that Jupiter Pluvius paid us one of his erratic visits during Fair Week, the attendance was exceptionally large. Among the many interesting features viewed, the exhibit of the Company excelled.

The building of the first fort, carried out in detail, as on the old calendar, with the workmen in their buckskin clothing and factor in his beautiful rich silk and satin, was the cause of much favorable comment.

The display of furniture was one that would have done credit to a store much larger. The fur display was also admired and the thousands of visitors who enjoyed the comfort of the rest room, amidst a bower of beautiful roses, will long remember the kindliness of the Company.

Crowds View Display of Oriental Rugs

THE exhibit of the quarter of a million dollar stock of genuine Oriental rugs in the store during the latter part of September aroused unusual interest. Indeed, crowds which visited the display during the first week were detrimental to business, but a falling off a little during the second week resulted in big selling. Naturally, the cream of the display was left in this city and suburbs.

Join the Employees' Association

YOU will be a loser if you are not a member of this society. The pleasure and benefit you receive is well worth the small money it costs.

Members to date number 588. Many good things are being planned this coming Winter, beginning with a whist drive and a masquerade ball at Hallowe'en.

Ask the secretary to tell you of the benefits to be derived by being a member and you'll be sorry you hadn't joined earlier.

First Saleslady in Store Writes

IT is always pleasant to hear from old friends. Recently, in a letter to the management, the first woman employed in the Hudson's Bay stores in Vancouver, who is still living in Vancouver, writes:

> *I cannot help but feel a great interest in the growth and prosperity of the old Company, and notice when coming into the city how the store has developed since the old days of 1891-2 when I was the first saleslady, and indeed the only one in the store."*

The lady in question is now a widow of the name of Mrs. Elizabeth Green. She was recently presented a handsome box of candy and basket of fruit as an anniversary remembrance by the Company.

Ramblings

Corset Note—"We must sell our corsets for low figures or bust."

Men's Department—"Buy one of our men's $3.50 union suits and you'll be tickled to death."

Women's Department—"Women's negligees—two-thirds off." "Women's evening Gowns cut almost to nothing."

Things We'd Like To Know

Why we haven't a collection of raw furs?

What Mr. Reeves did with the $1000 first prize he won in the employees' competition?

Who won the free trip to Europe?

Why we haven't a reference library?

Edmonton Store News

(*Continued from page 23*)

Neatness in Dress—At Edmonton Store

THESE salesladies of the Edmonton retail store set a standard in the important matter of neat apparel that will be difficult for other stores to excel.

These girls demonstrate that it is possible to present an attractive appearance without resort to garments of color and cut unbecoming a sales clerk and contrary to store rules. In forthcoming issues, THE BEAVER will show groups of the most neatly dressed salesladies in other H.B.C. stores. Can any H.B.C. store make a better showing than the above winsome assembly?

"Aim High," by J. Prest

Do not look down upon department stores as unworthy of your aims, while securing your education.

Some of the best positions available are in department stores. It is a mistake to cling to the old-fashioned idea that all persons employed in the department store are "counter jumpers."

There are many fields of endeavor in these stores, lines of work worthy of the best brains, and positions paid as well as any in the world. The business of the department store is varied, and requires the best of talent, the best education. If in the past it may have been observable that there were those at the heads of such establishments who had not enjoyed educational advantages, self made men who have succeeded, you may be assured that these very men appreciate education even more than do those who have had its benefits, and they have educated their sons broadly. They are more than glad to pay well for education in men they employ.

The selling of merchandise while the objective of all retail merchandise establishments, is not by any means the only field open in the large stores of to-day.

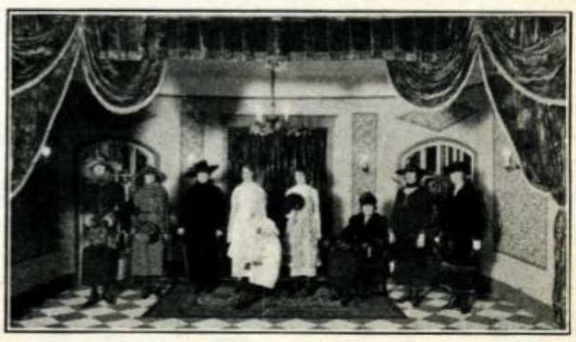
As much inventive genius in management, in planning, in executing, the various branches of a department store, may be exercised as in conducting any manufacturing industry, or in carrying to success any profession or calling. Brains, education and special training counts here, as much as anywhere, and in fact the openings for advancement for young people in department stores to-day is one of the greatest avenues for life success.

Hudson's Bay Fashion Parade Popular Event

Hudson's Bay Company's matinee fashion parade, September 27th, proved a magnet which drew several hundred women to the store when a comprehensive showing of evening toilettes, street suits and afternoon costumes, with all accessories, shown on living models, proved a wonderful education in new styles for the Fall and Winter.

A cleverly contrived booth to represent a French salon done in sand color and French greys with panellings of Persian design in black, pink and white, had been erected in the centre of the second floor, into which the eight living models entered from the back and passed on to a long elevated stage carpeted in dark red, made an artistic setting for the rich furs and elegant toilettes.

The decorations were in charge of Mr. C. Digney, decorator of the Hudson's Bay staff, while Mr. J. Prest, advertising manager, personally superintended the fashion parade and explained the costumes in detail. The eight living models were selected from the young ladies of the store with the little daughter of Mr. Davis of the staff showing the young children's frocks and coats. The models who so creditably displayed the garments were as follows: Miss Bessie Ogilvie, Miss Regina Gordon, Miss Gladys Wright, Miss Etheleen McEwen, Miss Vera Solick, Miss Thresa Fogerty, Mrs. Ogilvie and Mrs. Astley.



Calgary Store's Fall Style Exposition

(*Continued from Page 25*)

ed each of these displays and much valuable publicity was derived.

It is felt that the opening was something of a departure from the theme that you must bring people to the store on occasions of this kind, but the previous openings had produced little or no results and we had not reached quite the class of people we desired by conducting them in the store, and instead of showing to five or six hundred women only, we were enabled by using the hotel ballroom and the Allen Theatre to show to something like six or seven thousand people during the three days.

Store Puts on Oriental Airs

AS we write, crowds perambulate our many windows, which display the most wonderful exhibit of oriental rugs that this Western country has ever seen. Each window used in connection with the rug display has a typical oriental figure depicting a specific style of dress worn in the East, which harmonizes perfectly with the atmosphere of each window. The psychological effect on the public mind is complete, as each square foot in every window has the entire oriental touch. There is promise of a great and enthusiastic crowd of buyers who can find every type of floor covering employed from Manchuria to Persia. There are rugs for every purse from $3000 down.

—*J. M. Gibson*

MRS. CLARKE, buyer of ladies' ready-to-wear, has again gone East to the markets. This speaks well for her department.

MRS. JENNER, of the blouse and children's departments, is visiting the Eastern markets and is picking up some desirable goods.

SEVERAL CHANGES have taken place in the ready-to-wear department since last issue. Miss Woodell has gone, after seven years' service. The newcomers are Miss George, who has held positions in Kingston-on-Thames and with Bourne-Hollingsworth, Oxford Street, London, England; as Miss George plays tennis and golf, she will be an acquisition to the H.B.A.A.A.

J. Walsh Wins All-Around Golf Championship

JOSEPH A. WALSH is the H.B.C. golf champion at Calgary. Joe won everything he entered, and there was nothing he wasn't in, from spoon competition to manager and commissioner finals. The Calgary store champ holds the position as assistant buyer in the shoe department and to say the least he is a big leader in the Company's athletic and social events as well as a good sport in the store and on the golf course.

The year 1919 saw Joe play his first game with the white ball and bag of "sticks," but with steady practice he learned enough about the game to come out and beat 'em all, Scotch or otherwise. Mr. Walsh has done wonderfully well for a second-year player, his spoils for the past season including the following:

Spoon competition on the H.B.C. course, winning from Mr. O'Byrne, his opponent, and turning in the score of 99 for the spoon.

Arthur drew a lucky number in the mixed foursome, hole and hole competition, when he was drawn to play with Miss Adams. Miss Adams happens to be a real golfer herself and with this young lady's assistance Joe stepped out and captured the mixed event, winning from Miss Miller and George Benson, Miss McDonald and Oscar Paquin, Miss Howie and George Gauld.

With two victories to his credit, our champion went out for the Gibson store cup and after real steady play he landed the mantelpiece decoration by defeating the following:

Alex. Petrie, 2 up.
Daddy Sprunt, 1 up.
Bill Cunningham, 4 up.

The final was to have been played with Harry Black, but Harry could not see his way clear to get out for the 36-hole grind and so the cup was Joe's with all honor.

Joe was just getting warmed up when the time rolled around for the Burbidge cup games and after playing the St. Andrews course in a 97 and 104 for a total of 201 and less a handicap of 36, making a net score of 165, Joe had the Commissioner's cup under his hat as far as the Calgary store was concerned, and it might be a good thing to say that the other holders of the high scores in the same competition will have a game on their hands when they meet our Calgary champion, JOSEPH ARTHUR WALSH.

MR. HAYES AND MR. BROWER had a compartment together going East. In one of Mr. Hayes' letters he remarked that Mr. Brower walked in his sleep one night and when wakening in the morning found himself lying in the hammock.

THE RECORDS show that Mr. Trainor had 101 different assistants during the last month.

THE MILLINERY department has had a spell of good business, and Mr. Ross looks forward with confidence to the remainder of the Fall season.

Land Department News

WEDDING.—The Fall matrimonial epidemic in the land department spread to the special land sales division last month. It affected Miss Carla Neilson, our industrious mail clerk, who is the happy bride of Mr. Walter Church, of Winnipeg, the marriage having taken place on October 2nd.

MISS ELLA SIGURDSON, lately of the special land sales division staff, now secretary to Mr. C. E. Joslyn, was married October 2nd at Knox church, Winnipeg, to Mr. Ross Bell.

Adventures of an H.B.C. Land Inspector

By James M. Morrison

Editor's Note—Mr. Morrison is one of the Company's inspectors of undeveloped farm lands. He has returned to Winnipeg for the Winter after having spent several months in the remote districts fringing upon Lake Winnipegosis, where while verifying boundaries, acreage and topographical descriptions of farm lands for the Company's land department, he found the rough life not devoid of its little adventures.

ON land inspection work, one has many and varied experiences. During my Summer's work I have seen literally hundreds of moose. Some allow you to come within fifteen yards of them, then turn around and *saunter,* not *run* away.

My experience with a family of skunks is perhaps worth recording, as it has certain elements of humor. One night northeast of Bowsman, Manitoba, my driver and I were comfortably settled for the night in our tent, in fact we were in the land of nod—when we were unduly wakened up by a rattling of our pots and pans, which lay outside the tent. Visions of bears flashed across our minds, but on getting up and stepping outside, we found that we had been serenaded by a family of skunks.

The driver got his .22 and shot at one of the marauders. As it was rather dark for shooting, although moonlight he missed, and Mr. Skunk, either losing his head, or being of the stuff of which heroes are made, ran straight at him. He managed to dodge into the tent calling out to me to beware. I was standing in my pyjamas beside the wagon, when I heard his desperate warning. I had only time to hop up into the vehicle. When the skunk arrived on the scene I was safe, and as the pretty little animal was really more scared than we were, he just ran blindly on into the bush.

After thanking God that we were still able to breath the pure air, untainted by the odor so familiar to anyone who has ever tampered with a skunk, we went back to bed, *but not to sleep.* Not deterred by their experience, the whole family of three—father, mother, and daughter (at least I presume it was a daughter, as she chattered a lot)—came back again.

Once more we sallied forth each with a rifle, this time. We fired several shots but did no execution. Apparently, the skunk family thought "discretion was the best part of valor," and disappeared in the bush.

Company's Townsites Active

Most of us know that the Company owns a good deal of land in Winnipeg, Edmonton, Victoria and Prince Albert. It may be of interest, however, to learn that the Company has extensive holdings of townsite property in some twenty-seven different cities, towns and villages, throughout Western Canada.

The Company has taken active means during the past few months to bring to the attention of the public its offerings of town lots. Advertisements are carried in local papers and in some cases the ratepayers have been circularized, "For Sale" signs have been placed on unsold lots and office signs supplied to sales solicitors. Where our townsite property includes industrial sites we have placed before firms who might use such sites the advantage of locating on H.B. property.

Executive Dept. Notes

MR. W. S. LECKY who recently joined the Company's Winnipeg staff has had a wide and varied experience since coming to Canada from England in 1902. Most recently, he was a member of the staff of the War Purchasing Commission, having become secretary of the Commission just prior to coming with the Company. In former years, Mr. Lecky has done important work in the mining machinery and metallurgical field. His first connection in Canada (1902) was with the Algoma Chemical Co., Sault Ste. Marie, Ont.

Too Costly to Eat

"How much did you pay for thim eggs, Biddy?" inquired Pat.

"Eighty-foive cints a dozen, Pat," replied Biddy.

"Oh wirra!" exclaimed Pat. "We can't afford to ate eggs at thot proice. Put them down the cellar till they git chaper, an' thin we'll ate thim."

Everything Comes up at Sea

Two business men once found it necessary to visit Liverpool. Relating the events of the trip afterward, one of them remarked:

"Talk about sea sickness! Had I known that Casey was afflicted that way, we never should have gone abroad. The very first hour out Casey collapsed and refused to brace up again. I tried all sorts of remedies on him, but without avail. All he would mutter was:

"Oh, I'm so ill!"

"Finally I cried out: Can't you keep anything on your stomach, man?"

"Only my hands, George," he groaned; "only my hands."

Good Advertising

The manager of a small department store in the West sought out one of the proprietors, saying: "I can't do a thing with Jones, the new salesman. I have had him in three departments and he dozes all day long."

"Put him at the pyjama counter," said the boss, "and fasten this card on him. Our night clothes are of such a superior quality that even the clerk who wears them cannot keep awake."

The First Requisite for Dinner

"What do you need for dinner, Maggie?" asked the mistress as the maid appeared at the door of the room.

"A new set av dishes, mum," answered Maggie lugubriously, "Oi've jest thripped over the edge av th' rug.

His Noble Knees

A cockney angler, thinking his highland boatman was not treating him with the respect due to his station, expostulated thus: "Look here, my good man, you don't seem to grasp who I am. Do you know that my family has been entitled to bear arms for the last two hundred years?"

"Hoots! that's naething," was the reply. "My ancestors have been entitled to bare legs for the last two thousand years."

He Knew Women

"Why don't you buy something at my table?" demanded the girl at the charity fair.

"Because," said the smooth-tongued youth, "I buy only from homely girls. They have a so much harder time making sales."

And he worked this right down the line.

May As Well Get Inked Right

"Father, how do you fill a fountain pen?" asked Johnny.

"Well," asked his father, "is it your pen that you want to fill?"

"Yes, sir."

"Well, then, my boy," thoughtfully answered father, "I would fill the bath-tub with ink, and then get in and fill the pen."

Scotch Astronomy

An eminent astronomer explained in a lecture that a certain star looked no bigger than a three-pence a hundred miles away. After the lecture one of his audience said to him:

"Are you a Scotchman?"

"I am," said the famous man proudly; "but tell me how you knew that."

"I knew it because nobody but a Scotchman would trouble about a three-pence one hundred miles away."

The Can with the Humidor Top

Like a true friend, it "wears well"

H.B.C.

IMPERIAL MIXTURE

"Canada's National Smoke"

—Obtainable in 1/10, 1/5, 1/2 and 1 lb. tins at good dealers everywhere